

Doing Business with the United States Department of Veterans Affairs



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**2nd Annual Alamo Veterans Small Business
Conference & Expo
October 2010**



Today's Topics

- Mission/Profile/Structure
- Procurement Preference Goals
- What & How VA Buys
- Who Buys
- Contracting & Subcontracting Opportunities
- Veterans Enterprise
- How to Improve Your Chances



VA's Mission

“With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us strive on to finish the work we are in, to bind up the Nation’s wounds, **to care for him who shall have borne the battle, and for his widow and orphan**, to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations.”

--Abraham Lincoln



VA Profile

- FY 2010 Budget \$112.8 Billion
- Approximately 17,000 Purchase Cards
- 23.8 Million Veterans
- 286,000 Employees – 2nd Largest



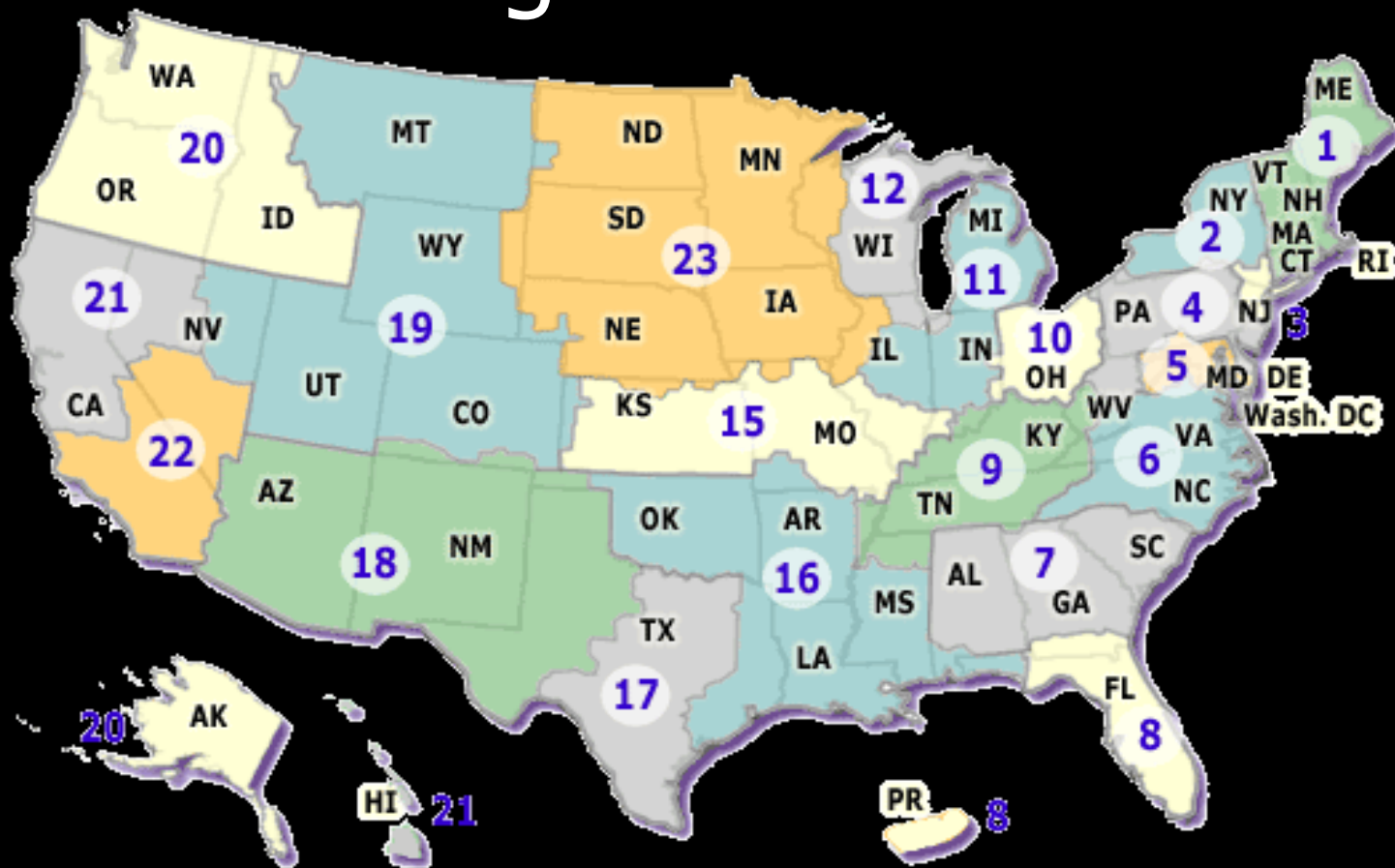
VA Organizational Structure

- Veterans Health Administration (VHA)
- Veterans Benefits Administration (VBA)
- National Cemetery Administration (NCA)
- Staff Offices



VHA Structure – “VISNs”

Veterans Integrated Service Networks





FY 2010 Socioeconomic Procurement Preference Prime Contracting Goals

Category	Statutory	VA
Small Business	23%	33.5%
Small Disadvantaged Bus. (including Section 8(a))	5%	5%
Women-Owned SB	5%	5%
Veteran-Owned SB	0%	12%
Service-Disabled Veteran- Owned Small Business	3%	10%
HUBZone Small Business	3%	3%



VA Secretary's Goals for FY 09 and Accomplishments

Category	Secretary's Goals	VA-wide Accomplishments
Small Business	28.7%	35.07%
Small Disadvantaged Bus. (including 8(a))	5%	8.93%
Women-Owned SB	5%	3.32%
Veteran-Owned SB	10%	19.68%
Service-Disabled Veteran- Owned Small Business	7%	16.75%
HUBZone Small Business	3%	1.94%



What VA Buys

- Information Technology
 - Hardware, Software, Maintenance & Other Services
- Medical, Dental and Veterinary Equipment & Supplies, Pharmaceuticals (FSG 65)
- Instruments & Laboratory Equip (FSG 66)
- Perishable and Non-Perishable Subsistence



What VA Buys (cont.)

- Nursing Home Services
- Prescription Eyeglasses
- Readjustment Counseling Services
- Home Oxygen & Medical Gases
- Security Services



What VA Buys (cont.)

- Medical Transcription Services
- Interment Flags
- Grounds Maintenance
- Transportation Services
- Grave Markers & Headstones
- Integrated Pest Management Svcs.



What VA Buys (cont.)

- Trash, Garbage & Infectious Waste Disposal
- Architect & Engineer Services
- Construction Services
- Office Supplies & Equipment
- Office Equipment Maintenance
- Consulting & Advisory Services



How VA Buys

- Prime Vendor Programs
 - Med/Surg
 - Pharmaceutical
 - Subsistence



Who Buys

- VA Medical Centers (VAMC)
- Veterans Integrated Service Networks (VISN)
- VA National Acquisition Center (NAC)
- VA Technology Acquisition Center (TAC)
- Office of Acquisition and Logistics
- VA National Cemetery Administration
- VA Franchise Data Center, Austin, TX
- VA Office of Administration
- VA Acquisition and Logistics Center



Veteran Entrepreneurship

1. P.L. 106-50, Veterans Entrepreneurship & Small Business Development Act of 1999
2. P.L. 108-183, Veterans Benefits Act of 2003
3. Executive Order 13360, the Service-Disabled Veterans Executive Order (October 20, 2004)
4. P.L. 109-461, Veterans Benefits, Healthcare & Information Technology Act of 2006), December 22, 2006; Effective June 20, 2007



VA Hierarchy of Small Business Programs*

(Open Market Acquisitions**)

1. Service-disabled veteran-owned firms***
2. Veteran-owned firms
3. All others Small Business Programs



P.L. 109-461 Set-Aside Authorities

SDVOSB:

Competitive – Unlimited by dollar value

Sole-Source – Limited to \$5 million

VOSB:

Competitive – Unlimited by dollar value

Sole Source – Limited to \$5 million



VA's P.L. 109-461 Verification Program

- Responsible Organization
 - VA's Center for Veterans Enterprise
 - Contact: VACVE@va.gov
 - Toll-free support: 1-866-584-2344
- Locate Program Application Information:
 - www.VetBiz.gov – click on Vendor Information Pages database
- Fully electronic and secure application process





VA's P.L. 109-461 Verification Program

Who may apply:

Owners who are veterans, service-disabled veterans, or eligible surviving spouses

Eligible Term:

One year with no change in ownership





Prime & Subcontracting Opportunities

- Open market acquisitions & contract awards published in the Federal Business Opportunities System (www.fbo.gov)
- VA Forecast of Contracting Opportunities (www.va.gov/osdbu)
- VA subcontracting opportunities (www.va.gov/osdbu)
- Federal Procurement Data Center (FPDC) (<https://fpds.gov>)
- Small Business Administration's Sub-Net (<http://web.sba.gov/subnet/>)



SBA

SUB-Net



VA Mentor Protégé Program

- VA's MPP is new and unique
- VA's MPP was created to benefit SDVOSB and VOSB firms
- Check VA OSDDBU web site for current info – www.va.gov/osdbu



Improve Your Chances

- Service-Disabled Veteran-Owned & Veteran-Owned Firms need to Register on the VIP Database
- Register for all applicable socioeconomic categories on ccr.gov
- Federal Supply Schedule (FSS) Contract
- Accept Purchase Cards
- Competitive Pricing
- Take Advantage of PTACs and SBDCs
- Know Your Customers



VA Office of Small & Disadvantaged Business Utilization



www.va.gov/osdbu / **1-800-949-8387**

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For VIP Verification Questions:

VA Center for Veterans Enterprise

1-202-303-3332